

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Ottawa Truck Corp

Mid-America Manufacturing Technology Center

Ottawa Truck Increased Sales by \$3 Million

Client Profile:

Ottawa Truck Corp., a division of Kalmar Industries in Ottawa, Kansas, assembles forklift trucks for distribution throughout North America. Founded in 1958, the company currently employs 250 people.

Situation:

Ottawa Truck wanted to investigate how Lean Manufacturing could help its business by improving efficiency and profitability. The company contacted the Mid-America Manufacturing Technology Center (MAMTC), a NIST MEP affiliate, for help.

Solution:

MAMTC conducted a Lean Basics class to familiarize Ottawa Truck employees with the concepts of Lean Manufacturing. MAMTC and Ottawa Truck worked together to conduct a Value Stream Mapping (VSM) assessment. During a VSM exercise, a current state map is compared to a future state map to uncover any non-value-added steps. The VSM assessment revealed several areas for improvement, and Ottawa Truck made changes to its processes accordingly. MAMTC then led the company through 5S training. 5S, which stands for sorting, storage, shining, standardizing and sustaining, is a system to improve and standardize the work environment for safe and effective operation. Establishing an organized workplace is essential to begin creating lean manufacturing cells.

Results:

- * Increased sales by \$3 million.
- * Retained sales of \$5 million.
- * Reduced costs by \$800,000.
- * Retained 20 jobs.

Testimonial:

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